

# Washington Beer & Wine Wholesalers Association, Inc.

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H & B Distributors  
Spokane

FRED WILLIS, 1st Vice President  
Willis-C & B Co.  
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Yakima, Washington  
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December 11, 1961

Mr. Don Abel, Chairman  
Washington State Liquor Control Board  
State Capitol  
Olympia, Washington

Dear Mr. Abel:

You perhaps will recall, at the last meeting of the board with members of our liaison committee, that there was a discussion covering a number of industry matters, noteworthy of which was a question of the distributors of domestic beers posting their own prices.

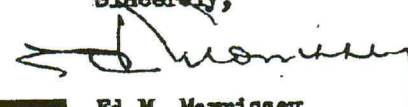
At that time it was the opinion of our committee that any change in the posting system now in effect would be sought only as a "last resort", the purpose being to secure a more realistic margin for distributors in the state. It was our committee's hope that breweries of the state would recognize the plight of the wholesaler, who has been caught in the price squeeze and that additional margins would be allowed by the breweries themselves.

Our association held its winter membership meeting at Seattle on Saturday, December 9th, at which time the margin problem was discussed thoroughly. It was the opinion of the majority of our members that if no margin relief is realized within the near future, that the association -- representing 61 distributors in the state -- will petition the board for certain changes in the posting regulations which will allow wholesalers to post their own prices where applicable.

Our members realize the problems involved in changing the posting regulations, but at the same time are convinced that this would be one way of helping wholesaler licensees to gain the profit margin to which they are entitled.

In light of the above, it would be our hope that a meeting of our committee with the members of the board can be scheduled for an early date next year. Our committee is willing to meet at the board's convenience.

Sincerely,



Ed M. Morrissey,  
Executive Secretary

EMM/hh

PLAINTIFF'S EXHIBIT	
CASE NO.	CV04-0360P
EXHIBIT NO.	033

WSA04892

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